

RJ REYNOLDS

TOBACCO COMPANY

COPY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108
Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

May 15, 1997

RJR Account #194040
Ms. R. Fairbanks
FINKLE DIST., INC.

JULY DORAL B2GF FLASHLIGHT / PROMOTION #700727

Dear Ruth:

Regular *DORAL* product has been ordered (see quantities listed below), as well as 183 SKUs of Doral Flashlights (Item #527813) to pack and ship the above promotion to your participating retail accounts. All additional pertinent promotional information is listed below:

<u>UPC #</u>	<u>DORAL STYLE</u>	<u>#/ (6M)</u> <u>Cases</u>
12300-84006	FF Box	6
12300-22081	FF Box 100	7
12300-84106	LT Box	6
12300-22084	LT Box 100	6

<u>Product / Premium Arrival:</u>	<u>June 23, 1997</u>
<u>Ship Date to Retail:</u>	<u>Week of: June 30, 1997</u>

<u>Lighters: (Item #527813)</u>	
<u>SKU CUBE:</u>	2.5280
<u>SKU WT (w/o Product):</u>	10.6200 lbs
<u>Retail Sales Offer per Sku:</u>	20 units

<u>Billing per Sku:</u>	4 Savings Cartons
-------------------------	-------------------

<u>EFT \$ Amount:</u>	<u>\$6,932.87</u>
<u>Non-EFT \$ Amount:</u>	<u>\$N/A</u>

51862 3923

-2-

B2GPF

FINKLE DIST., INC.

Promotion Description: Utilize self-contained shipper. Shipper contains 20 B2GF Doral Flashlights / Sleeves. Two packs of the same brand should be loaded into each sleeve; four cartons per Display. Consumer purchases two (2) packs of Doral and receives a free Doral Flashlight.

SHIP NUMBER OF DISPLAYS AS INDICATED ON THE ATTACHED RETAIL CUSTOMER LIST.

SEE ENCLOSED 'WHOLESALE PACKING INSTRUCTIONS'

Attached is a list of accounts authorized to receive packed displays. RJR will reimburse you \$28.00 per live 12M case for all displays packed and shipped to retail on a timely basis. This equates to \$343.00 (12.25 (12M) case(s) @ \$28.00). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell

Promotional Coordinator / 1610

/jc

cc: R. Westenberger / 162303

Enc. Wholesaler Packing Instructions

Retail Customer List

Note to RJR Manager:

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

V-DORFL.DOC

51862 3924

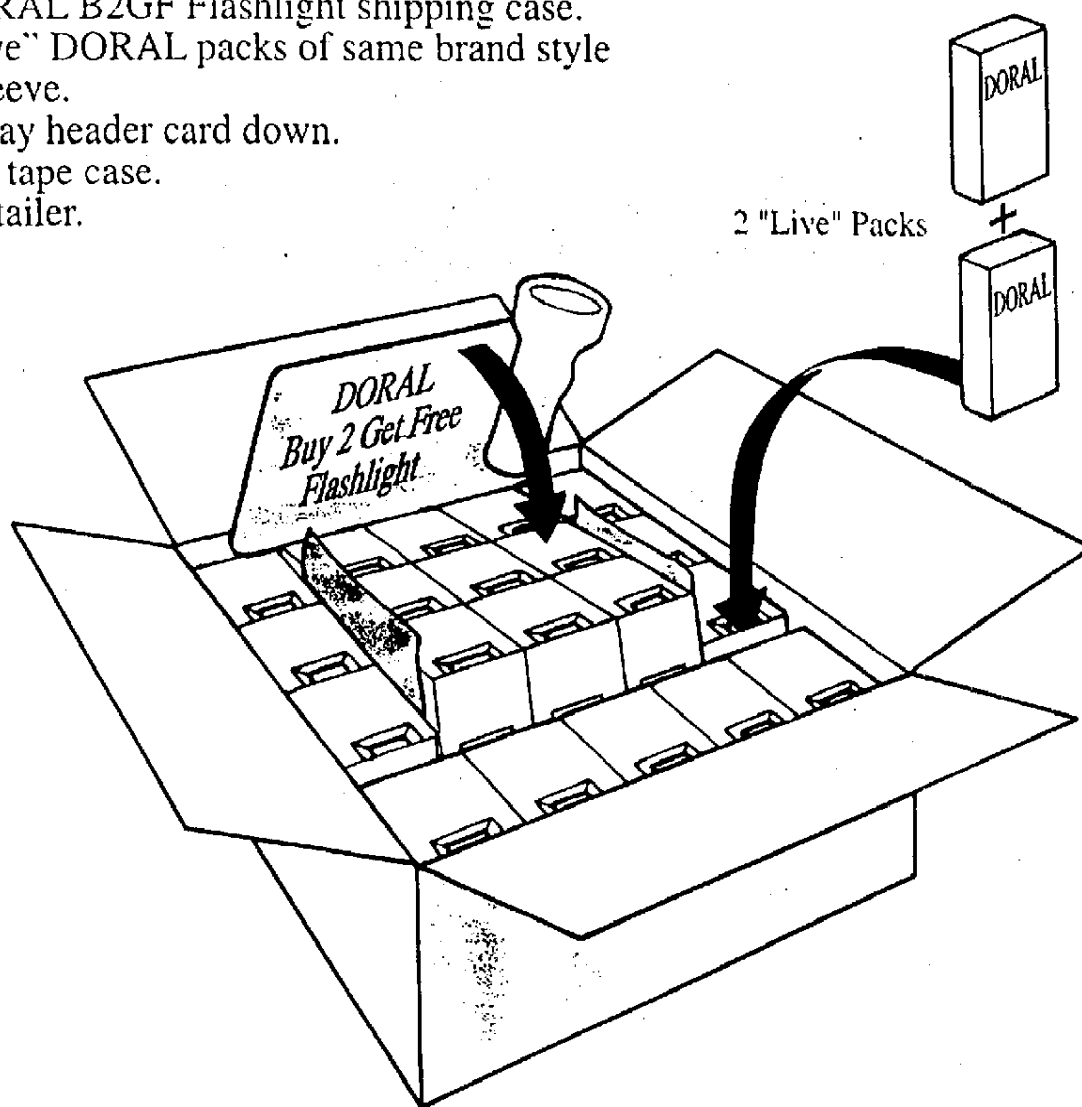
WHOLESALE PACKING INSTRUCTIONS

VALUE ADDED PROMOTIONS - 3RD QTR. '97

July DORAL B2GF Flashlight

STEPS

1. Open DORAL B2GF Flashlight shipping case.
2. Add 2 "live" DORAL packs of same brand style to each sleeve.
3. Fold display header card down.
4. Close and tape case.
5. Ship to retailer.



Item: # 527813

Description: DORAL B2GF Flashlight Display/POS Kit

Brand Style	FF Box	FF Box 100	LT Box	LT Box 100		
Number of Cartons	1	1	1	1		

51862 3925

WHOLESALE : 194040 FINKLE DISTRIBUTORS, INC. <DIRECT>
TEMPLATE : 700727 70700 DOR FLASHLIGHT
TEMPLATE SEQ : 0010
SALES LEVEL : 16XXXX

WORKPLAN VAP TEMPLATE LISTING

ITEM	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162305	162305	699200	POOJA ENTERPRISES	4223 MILTON AVE	SYRACUSE	NY	13219	2			959460	(315)488-7944
162305	162322	700333	QUAIL STREET NEWS	122 QUAIL ST	ALBANY	NY	12206	1				(518)465-8123
162305	162327	721873	AIS PETROLEUM	585 BROADWAY	KINGSTON	NY	12401	1				(914)331-3099
162305	162305	729858	COUNTYROAD MOBILE	MART	EAST BERN	NY	12059	1				(518)872-1989
162306	162306	176271	DAVE'S MARKET	ROUTE 43	STEPHENTOWN	NY	12168	1				(518)733-5733
162306	162320	178609	UNITED SMOKESHOP	2 E MARKET ST	RHINEBECK	NY	12572	1				(518)477-4410
162306	162326	580521	GREENBUSH TAPELHAB	DBA JIFF E MART	LAVERILL PARK	NY	12018	1				(518)674-0145
162306	162326	619795	MINI CHOPPER #86	53 MAIN ST	CHATHAM	NY	12037	1		1427-0000		931667
162306	162327	685842	CORNER STORE	RT. 209	STONE RIDGE	NY	12484	1				(914)687-9141
162306	162306	705374	MAS MART, INC.	6337 RT. 209 & 42	KERHONKSON	NY	12446	5				(914)625-0623
162306	162326	706812	CPE SUNOCO CHATHAM	52 HUDSON AVE	CHATHAM	NY	12037	1				(518)392-5442
162306	162328	714675	MAINT PETROLINE	124 FAIRVIEW AVE	HUDSON	NY	12534	1				(518)828-1580
162306	162325	728378	US MOBILE MART	295 COLUMBIA TPKE	RENSSELAER	NY	12144	1				(518)477-4410
162306	162326	742348	ZEE PETROLINE, INC.	123 SOUTH HUDSON	CHATHAM	NY	12037	1				(518)392-7195
162306	162325	767452	BONFIRE FN PD 51031	908 RIVER ST	TROY	NY	12180	1				(518)273-8215
162308	162329	701398	GARCA PETROLEUM CO	127 W MAIN ST	WAPPINGERS FLS	NY	12590	1				(914)452-3060
162605	162228	269986	SUNOCO COOP #7471	N MAIN & SECOND	ELMIRA	NY	14901	2		0362-0309		(607)732-9710
162605	162228	515814	SUNOCO COOP #7473	48 DENISON PARKWAY	CORNING	NY	14630	2		0362-0309		(607)936-9713
162605	162228	691794	SUNOCO COOP #7475	501 E WATER ST	ELMIRA	NY	14901	2		0362-0309		(607)734-9060
162303	162324	130283	BEEBE'S SERVICE STA	1000 CURRY RD	SCHENECTADY	NY	12306	5				(518)355-0721
162303	162322	619977	COUNTRY FEED STORE	ROUTE 30	AMSTERDAM	NY	12010	7				(518)842-5360
162205	162230	762043	KELLY MOBILE	631 S GEDDES ST	SYRACUSE	NY	13204	2				(315)471-4397
162303	162322	577317	MARK COLONEY	D/B/A COLONEY SAL	NORTHVILLE	NY	12134	3				(518)863-4363
162303	162322	579941	COUNTRY CUPBOARD	RT 5 SOUTH	PATTERSONVILLE	NY	12137	1				(518)374-8867
162303	162322	586076	TIMAR'S ENTERPRISES	437 SARATOGA RD	SCOTIA	NY	12302	1				(518)399-8773
162303	162234	589558	BURMAWATER INC.	204 N PERRY ST	JOHNSTOWN	NY	12095	3				(518)381-6136
162303	162324	619887	BONFIRE FN PD 51053	2009 BROADWAY	SCHENECTADY	NY	12306	1				(518)382-1491
162303	162324	626474	HOLMES & KUGLER	127 ERIE BLVD	SCHENECTADY	NY	12308	2				(518)725-9153
162303	162234	642209	ERICA'S	82 WEST EIGHT AVE	GLOVERSVILLE	NY	12078	2				(518)773-8221
162303	162324	642210	O'BRIEN VIDEO	60 1/2 ELMWOOD DR	GLOVERSVILLE	NY	12078	5				(518)864-5496
162303	162324	669794	MARIANVILLE LAKESIDE	8865 MARIANVILLE	PATTERSONVILLE	NY	12137	1				(518)382-8055
162303	162324	685831	CITGO GAS STATION	3497 STATE ST	SCHENECTADY	NY	12304	4				(518)762-6677
162303	162234	700524	JOHNSTOWN BEVERAGE	490 N PERRY ST	JOHNSTOWN	NY	12095	3				(518)355-8760
162303	162324	704359	CARMEN GETTY	3300 CARMEN RD	SCHENECTADY	NY	12303	1				(518)762-5367
162303	162324	745229	JEN'S CORNER DELI	500 N MARKET ST	JOHNSTOWN	NY	12095	1				(518)374-0302
162303	162324	767268	EASTERN PARKWAY #70	838 MCCLELLAN ST	SCHENECTADY	NY	12304	1		1427-0000		(518)356-2169
162303	162324	767356	FIVE CORNER ATLANTI	378 MARIANVILLE RD	SCHENECTADY	NY	12306	4				(518)895-8328
162303	162322	767809	NORTHVILLE ROBIN SE	MAIN & BRIDGE	NORTHVILLE	NY	12134	2				(518)863-8901

WHOLESALE : 194040 FINKLE DISTRIBUTORS, INC. <DIRECT>
 TEMPLATE : 700727 70700 DOR FLASHLIGHT
 TEMPLATE SEQ : 0010
 SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162304	162321	175519	BONFARE FN FD	2 SOUTH ST	BALLSTON SPA	NY	12020	1				(518)885-4443
162304	162321	176471	MINI CHOPPER #71	CHURCH ST & RAILR	SARATOGA SPGS	NY	12866	1		1427-0000		(518)584-2770
162304	162322	176552	DICK & JERRY'S	ROUTE 29 & ROUTE	GALWAY	NY	12074	1				(518)882-9394
162304	162322	176553	VASELS STATION	ROUTE 29 RD 1	GALWAY	NY	12074	2				(518)882-9414
162304	162321	176702	MINI CHOPPER #61	91 N MAIN ST	MECHANICVILLE	NY	12118	1		1427-0000		(518)664-2520
162304	162321	361644	WEVER MOBIL MART	219 GUIDEBOARD RO	HALFMOON	NY	12188	1			916379	(518)383-9189
162304	162321	410914	SCHAGHTICOKE CARWAS	MAIN STREET	SCHAGHTICOKE	NY	12154	1				(518)753-4072
162304	162321	450796	WILTON MOBIL MART	216 BALLARD RD	GANSEVOORT	NY	12831	1				(518)584-5884
162304	162321	484757	WEVER MOBIL MART	75 HUDSON AVENUE	STILLWATER	NY	12170	1				(518)664-4121
162304	162321	553883	BONFARE FN FD	GEYSER ROAD	BALLSTON SPA	NY	12020	1				(518)885-7519
162304	162321	624483	U.S. FOOD MART	118 GARNER STREET	COHOES	NY	12047	1				(518)237-0530
162304	162321	677775	GEMMETT RAINBOW	3775 LEWIS RD	BALLSTON SPA	NY	12020	1				(518)885-4847
162304	162321	689443	MALTA CORNER	MINI MART	BALLSTON SPA	NY	12020	1				(518)899-3306
162304	162321	701435	BONFARE CONVENIENT	RR 3	BALLSTON SPA	NY	12020	1				(518)899-4498
162304	162321	744043	WEVER CAR WASH	ROUTE 29 & 40	GREENWICH	NY	12834	1				(518)692-3196
162304	162322	767857	POWERS BONFARE 5102	389 TROY SCHENECT	LATHAM	NY	12110	1				(518)785-3282
162305	162322	176021	EMIL'S NEWS	99 WASHINGTON AVE	ALBANY	NY	12210	1				(518)462-0886
162305	162327	178371	CORNER STORE	PO BOX 6125	KINGSTON	NY	12401	1				(914)679-9436
162305	162326	241413	KETCHUM'S GENERAL	RT 143 PO BOX 212	WESTERLO	NY	12193	2				(518)797-3403
162305	162322	362019	LARK ST NEWS & GROC	252 LARK ST	ALBANY	NY	12210	1				(518)465-5800
162305	162322	385765	ALBANY NEWS & VARIE	396 CENTRAL AVE	ALBANY	NY	12206	1				(518)427-0271
162305	162322	542554	A-PLUS #60009F	1221 WESTERN AVE	ALBANY	NY	12203	1		0362-0102		(518)489-1746
162305	162322	597540	AI SUPPLIES	123 CENTRAL AVE	ALBANY	NY	12206	3				(518)434-6165
162305	162326	660703	DELAWARE & ELM MOBI	594 DELAWARE AVE	DELMAR	NY	12054	1				(518)439-3682
162305	162327	693697	GUJAR PETROLEUM	336 E CHESTER ST	KINGSTON	NY	12401	1				(914)331-7286
162206	162233	177340	PALACE CIGAR STORE	277 MAIN ST	ONEONTA	NY	13820	1			906305	(607)432-8385
162206	162234	597204	DOLGEVILLE NEWS	6 SO MAIN ST	DOLGEVILLE	NY	13329	3			959775	(315)429-8487
162206	162236	748795	E SYR VILLAGE MART	307 W MANLIUS ST	EAST SYRACUSE	NY	13057	3				(315)343-9636
162206	162236	762157	SAKRAN & CESARIO IN	7595 KIRKVILLE RD	EAST SYRACUSE	NY	13057	1			964171	(315)656-7751
162210	162227	643758	GUJAR PETROLEUM	RT 209	ELLENVILLE	NY	12428	4				(914)647-5801
162302		130731	KING FOODS	BAY & QUAKER ROAD	GLENS FALLS	NY	12801	1		2682-0000		(518)792-8201
162302	162320	177013	CHESTER MARKET	RIVERSIDE DRIVE	CHESTERTOWN	NY	12817	2			906164	(518)494-3013
162302	162320	177114	THE CROSSROADS GROC	DIXON ROAD	CHESTERTOWN	NY	12817	1				(518)494-3821
162302	162320	320476	D & G HARDWARE	RT 9 MAIN ST 18	WARRENSBURG	NY	12885	4				(518)623-3592
162302	162320	362026	BAILEY DELI & BAKER	43 CANADA ST	LAKE GEORGE	NY	12845	1			986356	(518)668-4730
162302	162320	710270	JOEY'S PLACE	112 CHAMPLAIN AVE	TICONDEROGA	NY	12883	1				(518)585-6680
162302	162320	737465	THE CORNER DELI	36 FEEDER DAM RD	S GLENS FALLS	NY	12803	1				(518)792-1858
162302	162320	737866	HUDSON MART	346 MAIN ST	HUDSON FALLS	NY	12839	1				(518)747-0100
162302	162320	767092	MINI CHOPPER #63	127 RIDGE ST	GLENS FALLS	NY	12801	1		1427-0000		(518)792-7736
162303	162324	027186	SAS SINGH AUTO SERV	2470 ALBANY ST	SCHENECTADY	NY	12304	1				(518)393-3737
162303	162322	130267	REID HILL MOBIL	165 CHURCH ST	AMSTERDAM	NY	12010	1				(518)842-4721
162303	162234	130271	CLYDES STOP N SHOP	WASHINGTON ST & PE	JOHNSTOWN	NY	12095	5				(518)762-2990
162303	162322	175613	MINI CHOPPER #64	821 NEW SCOTLAND	ALBANY	NY	12208	1		1427-0000		(518)489-8081

5N55B2

WORKPLAN VAP TEMPLATE LISTING

PAGE: 25
DATE: 97-05-12
TIME: 03:49 PMWHOLESALER : 194040 FINKLE DISTRIBUTORS, INC. <DIRECT>
TEMPLATE : 700727 70700 DOR FLASHLIGHT
TEMPLATE SEQ : 0010
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162303	162322	176593	FULLERS CORNER STOR	RR 1 BOX 547	NORTHVILLE	NY	12134	1				(518)863-4190
162303	162234	177257	FRANKS MARKET	261 W FULTON ST	GLOVERSVILLE	NY	12078	5				(518)725-7422
162303	162324	240242	HOLMES & KUGLER	717 NOTT ST	SCHENECTADY	NY	12308	2				(518)382-8477
162303	162234	287798	PHILBROOKS MARKET	27 MAIN STREET	FULTONVILLE	NY	12072	3				(518)853-4722
162303		343317	KING FOODS 8605	1600 WESTERN AVE	ALBANY	NY	12203	1		2682-0000		(518)456-6388
162303	162234	363861	FT PLAIN NEWS	58 MAIN ST	FORT PLAIN	NY	13339	5				(518)993-4988
162303	162234	440243	CONVENIENT CORNERII	5 COMERIE AVENUE	JOHNSTOWN	NY	12095	1		3643-0000		(518)762-7353
162303	162322	472795	MINI KWIK	ROUTE 30	AMSTERDAM	NY	12010	5				(518)842-2537
162303	162324	528013	ALBANY BEVERAGE	3899 CARMEN RD	SCHENECTADY	NY	12303	1				(518)355-4370
162303	162234	535459	CALS GROCERY	9 S MELCHER ST	JOHNSTOWN	NY	12095	2				(518)762-4421
162303	162322	546784	CONVENIENT CORNER I	ROUTE 30	BROADALBIN	NY	12025	2		3643-0000		(518)883-3595
162303	162234	558185	MINI KWIK	207 W FULTON ST	GLOVERSVILLE	NY	12078	5				(518)725-5289
162303	162324	565311	UPTOWN BEVERAGE	1866 ALTAMONT AVE	SCHENECTADY	NY	12303	2				(518)355-2305
162605	162228	764325	SUNOCO COOP #7474	1123 S MAIN ST	HORSEHEADS	NY	14845	1 NYS		0362-0309		(607)739-3715

PAGE BREAK TOTAL ACCOUNTS 99 TOTAL QUANTITY 183

TEMPLATE TOTAL ACCOUNTS 99 TOTAL QUANTITY 183

51862 3928

07/10/97

ACCOUNT NUMBER: 194040	FINKLE DIST INC
VOUCHER NUMBER: 15360200	ROUTE 30
DATE WRITTEN: 07/10/97	MAYFIELD , NY 12117
STATUS: PAID	
AMOUNT PAID: 343.00	SEND CHECK TO: ROU

DESCRIPTION	UNITS	AMOUNT
'97 VAP PK & SHP	12.25	343.00

EXPLANATION: JULY: DORAL B2GF FLASHLIGHT/#700727/SR 162303

51862 3929